



Revision number:

Purchasing Agent: DEBBIE GUNDERSEN

**Item: TRAINING SERVICES-INSTRUCTOR LED TECHNICAL TRAINING SERVICES
FOR CISCO, LINUX, MICROSOFT, NOVELL AND ORACLE**

Vendor: 00526D B NOVELL, INC.
1800 SOUTH NOVELL PLACE
PROVO, UTAH 84606

Internet Homepage: www.novell.com

Telephone: (801) 861-7187
(800) 214-1970 x7327

Fax number: (801) 861-6490

Contact: TRICIA GALE

Email address: tgale@novell.com

Brand/trade name: NOVELL/NEW HORIZONS

Price:

Terms: NET 30

Effective dates: 10/31/03 through 10/30/05

Days required for delivery: As classes scheduled

Price guarantee period: Term of Contract

Minimum order: None

Min shipment without charges:

Other conditions: Potential renewal options through 10/30/07

NOTE: THIS IS A NEW CONTRACT. ALSO REFER TO MA1738, MA1740, MA1741, MA1742 & MA1743

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

This is a multiple award contract. Users must review all contracts in the relevant category for optimal pricing and service: see listing on last page. Document the award selection.

	NO. O	COST	TOTAL	TOTAL	LIST	HOURLY	% OFF	\$ OFF
	DAYS	PER DAY	HOURS	COST	PRICE	RATE	LIST	LIST
							PRICE	PRICE
CISCO								
Building Cisco Multilayer Switched	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Building Cisco Remote Access	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Building Scalable Cisco Internetworks	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco Enterprise Voice Over Data Design	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco Internetwork Troubleshooting	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco IP Telephony	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco Layer 4 Switching/Content Engine	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco Secure Intrusion Detection System	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco Secure PIX Firewall	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco Secure Virtual Private Network	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco SNA Configuration for Multiprotocol Administrators	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Cisco Voice over Frame Relay, ATM & IP	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Data Link Switching Plus	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Designing Cisco Network Service Architectures	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Designing Cisco Networks	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Designing for Cisco Internetwork Solutions	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Installation & Maintenance of Cisco Routers	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00

Interconnecting Cisco Network Devices	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Managing Cisco Network Security	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Security Cisco IOS Networks	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00

LINUX								
Linux Fundamentals	5	\$228.00	40	\$1,140.00	\$1,899.00	\$28.50	40%	\$759.00
Linux Networking Services	5	\$228.00	40	\$1,140.00	\$1,899.00	\$28.50	40%	\$759.00
Linux System Administration	5	\$228.00	40	\$1,140.00	\$1,899.00	\$28.50	40%	\$759.00

NOVELL										
Advanced NDS Tools & Diagnostics	6		3	\$311.00	24	\$933.00	\$1,195.00	\$38.88	22%	\$262.00
BorderManager 3.7	x		2	\$466.50	16	\$933.00	\$1,195.00	\$58.31	22%	\$262.00
Desktop Management w/Zenworks for Desktops 3	5		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
Desktop Management w/Zenworks for Dsktop 4 (This was a dup in original state doc)	x		4	\$466.50	32	\$1,866.00	\$2,495.00	\$58.31	25%	\$629.00
Desktop Management w/Zenworks for Desktops 4	6		4	\$311.00	40	\$1,244.00	\$1,995.00	\$31.10	38%	\$751.00
Directory Server Technologies	x		3	\$466.50	24	\$1,399.50	\$1,995.00	\$58.31	30%	\$595.50
Foundations of Novell Networking: NetWare 6	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
GroupWise Administration	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
GroupWise 6.5 Service & Troubleshooting	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00

NetWare 4 to NetWare 6 CNE Upgrade Prerequisite	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
NetWare 6 Services & Troubleshooting	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
NetWare 6.5 First Class	x		2	\$466.50	16	\$933.00	\$1,095.00	\$58.31	15%	\$162.00
Novell eDirectory Design & Implementation	5		3	\$311.00	24	\$933.00	\$1,195.00	\$38.88	22%	\$262.00
Novell eDirectory Tools & Diagnostics	6		3	\$311.00	24	\$933.00	\$1,195.00	\$38.88	22%	\$262.00
Novell Network Management : NetWare 6	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
TCP/IP for Networking Professionals	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
Upgrading to Netware 6	6		5	\$311.00	40	\$1,555.00	\$1,995.00	\$38.88	22%	\$440.00
Novell Custom Onsite	x	TBD	TBD	TBD	\$6,000.00	TBD	TBD	N/A	N/A	

* 1 Novell
Voucher = \$311
(per MLA)

ORACLE										
Data Modeling & Relational Database Design	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00	
Introduction to Oracle 9i: SQL Basics	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00	
Managing Development Using Oracle Repository	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00	
Managing Oracle on Linux	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00	
Oracle 9i Designer: First Class	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00	
Oracle Enterprise Manager	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00	
Oracle iDS Designer: Forms Design & Generation	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00	

Oracle 9i Database Administration Fundamentals	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i Database Performance Tuning	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i Database: New Features for Administrators	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i Database: Security	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i Forms Developer: Build Internet Applications	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Reports Developer: Build Reports	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i Warehouse Builder: Implementation	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i: Advanced PL/SQL	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i: Data Warehouse Administration	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i: Program with PL/SQL	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i: Real Application Clusters	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i: SQL Tuning Workshop	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00
Oracle 9i: XML Fundamentals for Developers	9i	5	\$264.00	40	\$1,320.00	\$2,199.00	\$33.00	40%	\$879.00

MICROSOFT								
Accelerated Training for Microsoft SQL Server 7.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Accelerated Training for Microsoft Windows NT 4.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00

Administering a Microsoft SQL Server 2000 Database	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Administering Microsoft Systems Management Server	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Administering Microsoft Windows NT 4.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Basic Administration of Microsoft Windows 2000	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Creating Web Parts for Digital Dashboards	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Deploying & Managing Microsoft Office 2000	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Deploying & Supporting Microsoft Systems Management Server 2.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Deploying Microsoft Windows XP Professional	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Designing & Implementing a Data Warehouse Using Microsoft SQL Server 7.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Designing & Implementing Olap Solutions w/Microsoft SQL Server 2000	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Designing a Microsoft Windows 2000 Migration	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Designing Security for Microsoft Networks	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00

Implementing & Administering Microsoft Windows 2000 Directory Services	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing & Supporting Microsoft Internet Information Services 5.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing & Supporting Microsoft Windows XP Professional	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing a Microsoft Windows 2000 Network	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing a Microsoft Windows Server 2003 Network Infrastructure: Network Hosts	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing Microsoft Operations Manager 2000	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing Microsoft Windows 2000 Clustering	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing Microsoft Windows 2000 Professional	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing Replicationn Using Microsoft SQL Server	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Implementing, Managing & Maintaining a Microsoft Windows Server 2003 Network Infrastructure	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00

Installing & Configuring Microsoft Windows 2000 File, Print & Web Servers	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Installing, Administering & Configuring Microsoft Windows XP Professional	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Internetworking Microsoft TCP/IP on Microsoft	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Introduction to Programming	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Maintaining a Microsoft Windows Server 2003	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Managing a Microsoft Windows Server 2003	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Microsoft Exchange Server 5.5 - Design & Implementation	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Microsoft SQL Server 2000 for Experienced Database Professionals	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Microsoft SQL Server 7.0 Overview	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Microsoft Windows 2000 Network & Operating System Essentials	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Modeling Business Requirements to Create a Database Using Microsoft Visual Studio .NET Enterprise	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Optimizing Microsoft SQL Server 7.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00

Populating a Data Warehouse w/Microsoft SQL Server 2000 Data Transformation Services	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Programming a Microsoft SQL Server 2000 Database	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Programming Microsoft Access 2002	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Querying Microsoft SQL Server 2000 w/Tranact-SQL	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Secure Web Access Using Microsoft Proxy Server 2.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Supporting Microsoft SNA Server 4.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Supporting Microsoft Windows NT 4.0 Core	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
Supporting MS Windows NT Server 4.0, Terminal Server Edition	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00
System Administration for Microsoft SQL Server 7.0	5	\$264.00	40	\$1,320.00	\$1,899.00	\$33.00	30%	\$579.00



STATE OF UTAH CONTRACT NUMBER: **MA1739**

Oct 30, 2003

REPORTS: The contractor will submit yearly reports to the state purchasing agent showing quantities and dollar volume of purchases by each state agency and political subdivision. These reports will be due 10 days before the contract anniversary date.

FINET COMMODITY CODE(S):

92435000000-IN SERVICE TRAINING